Revised: 4/16/98

Workplan Logistics

Program Contact: Evan Toulon, #6316

I. Selling/Execution Detail

Month: June

Promotion: DORAL B2G1F

Promotion #: 800433

Item #: 541874 Display/POS Kit

Segment: Partners Pack Outlets

SKU Quantity: 21

Placement/MSA Reporting: DOR JUN B2G1F

Reporting Dates: 6/1/98 - 7/31/98

Promotion Details: 1) Promotion Description - DORAL Buy 2 Get 1 Free with name generation insert Product will be pre-sleeved in Winston-Salem (Philadelphia, Pittsburgh, Cincinnati, Winston-Salem, Atlanta, Florida, Dallas, Richmond, Houston, Chicago, Minneapolis, Denver, St. Louis Regions) WAM will participate.
2) Materials Description - #541874 Display/POS Kit (includes POS Card, Counter Display)
3) Recommended Displays - Included in SKU

Pricing Details:
- Invoice Description: DORAL B2G1F
- Pricing: Regular list price
- Terms: Standard 3.25% on live product, Handling allowance 3.25% on free product 1.4% EFT
- Additional Allowance: State tax for free product

Promotional Packaging UPC: 12300-23850

Product UPC: 25357 - DORAL Lts Mthl 100 | 25359 - DORAL Box 100
25358 - DORAL Ult Lts 100 | 25360 - DORAL Lts Box 100

* VAP Payment Per 6M Case: 1) Pack Only: $3.30 per promoted 6M case (***$.77*** * per SKU of 21)
2) Pack and Ship: $4.90 per promoted 6M case (***$1.14*** * per SKU of 21)

II. Promotion Timing

Allocations Available: 3/2/98

Model Available: 3/23/98

Allocation Adjustments to Model: 3/23 - 4/17/98

Templates Available: 4/20/98

Valued-Added Transfer Deadline: 4/24/98

First Order Date: 4/27/98

First Delivery Date to Direct Accounts: 5/18/98

VAP/Delivery Date to Retail Accounts: 6/15/98

Last Delivery Date to Direct Accounts: 6/26/98

Roll Remaining Allocations to National/Clean-Up: 6/29 - 7/3/98

* ***Revised SKU Cost Only***

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Source: https://www.industrydocuments.ucsf.edu/docs/qxky0000

Revised: 4/16/98

Workplan Logistics

Program Contact: Evan Toulon, #6316

I. Selling/Execution Detail

Month: June

Promotion: DORAL B1G1F

Promotion #: 800432

Item #: 541865 Display/POS Kit

Segment: Partners Pack Outlets

SKU Quantity: 20

Placement/MSA Reporting: DOR JUN B1G1F

Reporting Dates: 6/1/98 - 7/31/98

Promotion Details: 1) Promotion Description - DORAL Buy 1 Get 1 Free with name generation insert will be pre-sleeved in Winston-Salem (Philadelphia, Boston, New York, Buffalo, N. California, S. California, Seattle, Chicago, Detroit Regions) WAM will participate.
2) Materials Description - #541865 Display/POS Kit includes POS Card, Counter Display
3) Recommended Displays - Included in SKU

Pricing Details:
- Invoice Description: DORAL B1G1F
- Pricing: Regular list price
- Terms: Standard 3.25% on live product. Handling allowance 3.25% on free product 1.4% EFT
- Additional Allowance: State tax for free product

Promotional Packaging UPC: 12300-23797

Product UPC:

25361 - DORAL FF Mthl	25366 - DORAL Mthl 100
25362 - DORAL FF 100	25367 - DORAL FF Box
25364 - DORAL FF 85	25368 - DORAL Lts Box
25363 - DORAL Lts Mthl 100	25369 - DORAL Box 100
25365 - DORAL Ult Lts 100	25370 - DORAL Lts Box 100

* VAP Payment Per 6M Case: 1) Pack Only - $3.30 per promoted 6M case (***$.77*** * per SKU of 20)
2) Pack and Ship - $4.90 per promoted 6M case (***$1.14*** * per SKU of 20)

II. Promotion Timing

Allocations Available: 3/2/98

Model Available: 3/23/98

Allocation Adjustments to Model: 3/23 - 4/17/98

Templates Available: 4/20/98

Valued-Added Transfer Deadline: 4/24/98

First Order Date: 4/27/98

First Delivery Date to Direct Accounts: 5/18/98

VAP/Delivery Date to Retail Accounts: 6/15/98

Last Delivery Date to Direct Accounts: 6/26/98

Roll Remaining Allocations to National/Clean-Up: 6/29 - 7/3/98

* ***Revised - SKU Cost Only***

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Source: https://www.industrydocuments.ucsf.edu/docs/qxky0000